

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



European Industrial Compressed Gases & Cylinders Program

Mr. Tony Kemp
Program Manager
DLA Aviation





Program Overview

- DLA Aviation provides Industrial Compressed Gases in the EUCOM AOR
- Program includes:
 - Direct delivery of filled cylinders to customer sites
 - Pick-up of empty cylinders from customer sites
 - Maintaining pool of US Govt-owned cylinders
 - Refurbishing of cylinders as needed



Benefits - Why You Should Care

- Timely delivery & pick-up of cylinders
- Compatible & compliant cylinders & valves
 - pi-stamped or EU Compliant
- Wide variety of quality gases
- Responsive customer service
- Significant cost savings over local buys
 - Lower gas prices vs. local procurement
 - No additional cylinder rental, delivery or damage fees
 - Typical savings 50+% vs. local buys



Where to Learn More

- Gas and Cylinder Website:
 - <http://www.dla.mil/Aviation/Offers/Products/Commodities.aspx>
 - Information Included:
 - Fact Sheet
 - Brochure (to be updated in 20)
 - Listing of NSNs currently offered
 - AE 302 Instructions
 - A copy of this brief

**AV IPV Gen III
Chemical & Petroleum Project
Gas Cylinder Project**

For commodities information, call (804) 279-5710

The Chem/POL/Gas/Cylinder Integrated Supply Team (IST) manages a variety of national stock numbers (NSNs) in various Federal Stock Groups, which include privatization contracts and kitting procurements.

The privatization contracts include: Chemical, Petroleum, Oils and Lubricants (SAIC), Gases/Cylinders (HGI), Gases/Cylinders Europe (IG&S), Gases/Cylinders Centcom (ISS), and Closed Loop Re-Refined Motor Oil (Safety-Kleen). This IST is responsible for related administrative and post-award functions.

All administrative, pre- and post-award functions for kitting commercial procurements are also a part of this IST. These procurements consist of made-to-stock kits. Kits contain multiple components which may be part numbered or NSN components and are both DLA- and non DLA-managed items. Kits are tailored to meet customers need and may contain sub-kits.

IST members perform a variety of functions such as procurement, technical/quality assurance, and chemical review.

CHEMICAL PETROLEUM PROGRAMS:	GASSES & CYLINDERS PROGRAMS:
Chemicals and Petroleum Products Privatization Program Fact Sheet Brochure	Consolidated Gas Cylinder NSN Cross-Reference List
CONUS Re-Refined and Closed Loop Re-refined Motor Oil Program Fact Sheet Brochure	CONUS Industrial Gases and Cylinders Privatization Program Fact Sheet Brochure Pamphlet
Armed Forces Pest Management Board AFPMB Website	CONUS/OCONUS Gas Program NSNs Cylinder Returns Fact Sheet
Green Procurements Fact Sheet	Industrial Gas Support Program for Europe Fact Sheet Brochure
Virgin/Re-Refined/Closed Loop Petroleum	European Gas Program NSNs AE 302 Instructions EUCOM Gases Brief (Jan, 2016)

- Local WSR
- Program Manager listed on slide 12



Product Coverage

FSC 6830 - Compressed & Liquefied Gases

Acetylene Argon Carbon Dioxide
Helium Nitrogen Aviators Breathing Oxygen
Technical Oxygen Sulfer Hex Argon/CO2



Need a gas/mixture/size not currently offered on the program? Contact the Program Manager with the following information:

- Specification for each gas with tolerances for the mixture (i.e. ANSI/AWS A5.32/A5.3M is used for our welding mixtures)
- Cylinder Details: dimensions, service pressure, capacity (i.e. 244 cf) and valve if any exception applies (i.e. 9"X 51" DOT3AA2015 recommended for better service (DLA standard cylinder))
- Monthly Demand in Cylinders (i.e. 5 Cylinders/Month)



Other Gas POCs

- ODS- DLA Aviation
 - Program Manager Jeff Morsch
 - Jeffrey.morsch@dla.mil
 - DSN 695-4525
 - Comm: (804) 279-4525
 - ODS Gases
 - Halon
 - Some Refrigerants
 - CFC-11 (R-11)
 - CFC-12 (R-12)
 - CFC-114 (R-114)
 - CFC-500 (R-500)
 - CFC-502 (R- 502)
- Medical Gas (FSC 6505)- DLA Troop Support
 - DSN 4445654
- Liquefied Gas (FSC 9135)- DLA Energy
 - DSN 9458894



Ordering & Delivery

- Orders can be placed via:
 - MILSTRIP automated systems
 - GPC card @ DoD E-Mail (<https://dod-email.dla.mil>)
 - Email MILSTRIP to DLA's Customer Interaction Center DLAContactCenter@dla.mil
 - DLA Contact Center at 1-877-DLA-CALL
- Direct delivery available thru-out the AOR
- Shipping Standards
 - Priority 01- 03: 09 Business Days
 - Priority 04- 08: 15 Business Days
 - Priority 09- 15: 15 Business Days



Pricing

- Firm Fixed Prices include:
 - Gas product & cylinder use
 - Direct delivery & empty cylinder pick-up
 - All costs to maintain, refurbish, & dispose of program cylinders





Savings Examples

<u>Description</u>	<u>Local CY Cost</u>	<u>DLA NSN</u>	<u>DLA CY Cost</u>
Argon/CO2 Germ	\$ 70.00	6830015609972	\$ 23.88
Nitrogen 3500	\$ 88.00	6830015128897	\$ 23.41



Industrial Gas Challenges vs. DLA Solution

- Cost of Industrial Gas on local market
 - DLA Aviation price is significantly lower than local market pricing
 - DLA Aviation charges the customer for the gas only
 - Transportation cost, cylinder cost, and refurbishment costs are paid for by DLA Aviation
- Challenge of storing local (contractor owned) empty bottles
 - DLA Aviation has a contractor in Belgium who coordinates pick up of DLA owned empty bottles from customer sites
 - Call (877)352-2255 or Tel (+32) 3 860 95 60 to coordinate pick up of empty cylinders
- Challenge of refilling local (contractor owned) empty bottles
 - DLA Aviation offers a cylinder exchange program where the customer turns in empty cylinders and receives a full one in exchange



What You Should Do

- Contact your customers for their gas needs
 - Let DLA Aviation know if a customer is in need of a gas type or cylinder size not currently offered
- Share EUCOM gas program overview
 - Explain customer benefits
- Encourage





Summary

- EUCOM's Gas & Cylinder Program:
 - Quality gas products
 - Significantly less expensive vs. local buys
 - Pricing inclusive of all gas & cylinder costs
 - Easy ordering
 - Responsive customer support

Bottom-line: Contract is convenient & saves money



Contact Information

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